

**Solicitation No. 386-06-012, Last Mile Initiative**  
**Pre-Solicitation Conference Questions and Answers**

Q: What should be included in the proposal?

A: The proposal is comprised of two components: a technical proposal and a cost/price proposal.

The technical proposal will relate how offeror intends to accomplish the solicited work in terms of resources to be applied (human and capital); management of the resources to achieve the required quality result; and the milestones that will be observed in accomplishing the work. The proposal should reflect a clear understanding of the required work and offeror's plan to accomplish the work. (Refer to paragraph E.3 of the solicitation.

The price/cost proposal will relate (if a price proposal) the price to perform each task and the total amount for all tasks or; it will relate (if a cost proposal), each element of cost, e.g., direct labor, other direct costs, indirect costs; G&A; etc, and the underlying cost assumptions (no units to be used, unit costs), to support the proposed total cost.

A non-exclusive listing of information offeror may wish to include in its proposal is attached to this Q&A as Attachment 1.

Q: Can proposals be submitted as computer file?

A: Yes, proposals may only be submitted as a computer file to the email address on the first page of the solicitation in block 7b: [Indiarco@usaid.gov](mailto:Indiarco@usaid.gov)

- The USAID email gateway accepts messages whose total size with attachments is 5 Mb;
- The subject line of the email must contain the solicitation number 386-06-012;
- Acceptable native file formats are Microsoft Office Suite applications (.DOC, .XLS, .MDB) or Adobe Acrobat (.PDF);
- Time of receipt of the email is the USAID email gateway time-stamp of the message header;

For proposals submitted by email, respondents are encouraged to request a return receipt.

Q: Is there a length limitation on the proposals?

A: The text of proposals should not exceed 20 pages. This page limit excludes the Cost/price Component (budget, budget justification and match description). Attachments are also excluded from the 20 page limit.

Q: There is a long list of clauses in the solicitation, what are they for?

A: The law governing the contract parties is U.S. law. The clauses, where annotated with an "X" are terms and conditions applicable to this requirement. Detailed information on the clauses is found at <http://arnet.gov/far/>.

Q: What is meant by Section V of the Statement of Work that refers to target areas?

A: In the LMI, USAID seeks to serve people who presently do not have access to affordable Internet. USAID encourages applicants to locate LMI centers so as to serve diverse religious, gender and ethnic groups equitably. Proximity to other USAID projects will not be a consideration in the evaluation of proposals so applicants no longer need a map of USAID projects.

**Solicitation No. 386-06-012, Last Mile Initiative**  
**Pre-Solicitation Conference Questions and Answers**

Q: What do you mean by the statement in the RFP that says, "USAID sponsored LMI centers should not be built where ICTA funded Nanasalas currently exist or are planned in the short-term (next 12 months)"?

A: The intent of the LMI program is to get Internet access to people who presently do not have access, or affordable access, to the Internet. The Information and Communications Technology Agency (ICTA) maintains a map of where its nanasalas are located or planned at <http://www.nanasala.lk/> or you can contact ICTA directly. Just because a community has some Internet access does not mean it is not an eligible site for locating a USAID LMI center. The Internet access could be prohibitively expensive or hard to reach by a certain part of the community.

Q: When will the selection of the contractor be made?

A: After the proposal due date of July 5, 2006 (subject to change) USAID will work rapidly to review and make the selection. No specific date is set but USAID is anxious to see the LMI works commence.

Q: What is meant by the requirement to have 50% match?

A. For every dollar that USAID spends, the contractor will be responsible for demonstrating at least \$0.50 of cash or in-kind materials, resources or services. For example, if USAID were to make award in the maximum amount of \$400,000, then the awardee would have to demonstrate contribution of cash or in-kind materials, resources or services that can reasonably be valued at \$200,000 or more. Examples of expenses that can be counted as in-kind contribution are fair market value of items or services such as rental of office or LMI center space, furniture, equipment resources, or staff time that are used for the implementation of the project but whose cost is not paid for by the USAID funding.

Q: Could you clarify the minimum relevant past performance requirement (bottom of page E-1, paragraph E-3)?

A: Experience in the ICT industry in Sri Lanka is a positive factor. The experience can be held by the lead contractor or a partnering firm that works with the contractor in the implementation of the LMI, or by key staff. Key staff is an individual or individuals who dedicate a majority of their time to the project and have key decision making authority in managerial or technical aspects of the implementation of the project.

Q: Is the experience of the partners considered to meet the criteria or does the 5 years of Sri Lankan experience have to be held by the prime contractor?

A: The 5 years of Sri Lankan experience can be held by staff in either the prime contractor or a partnering firm that is responsible for a significant part of the project's implementation.

Q: Will you provide and FSN pay scale for cost proposal purposes?

A: USAID will provide as an amendment to the solicitation a maximum pay scale list for FSNs.

Q: What is the anticipated project start date?

A: USAID would like to see the project started as soon as possible. An estimate could be a start date in August or September, 2006.

**Solicitation No. 386-06-012, Last Mile Initiative**  
**Pre-Solicitation Conference Questions and Answers**

Q: Are TELCOs supposed to be the prime bidder or is it that the bidder has to be in partnership with one of the telecom providers?

A: We are looking for companies that are able to perform the deliverables stated in the solicitation. There is no requirement stipulated for the type of business organization the lead applicant is. There is also no requirement concerning how many organizations are involved in the application.

Q: Can local service providers be a prime contractor?

A: Yes.

Q: Can an IT consultancy firm or training/education provider be a prime contractor?

A: Yes, as long as requirements for Sri Lanka IT experience exists in the prime contractor firm or its principal implementing partners.

Q: What do you mean by long-term sustainability of these centers?

A: Our requirement is for the development of 20 (or more) centers as well as a business plan that shows that the model or design being applied develops centers that have reasonable hopes of being profitable and therefore financially sustainable. Another aspect that is requested in the solicitation document is to disseminate information showing how such centers can be financially sustainable.

Q: Is there also a key personnel requirement?

A: Proposals should identify a person that would serve as Chief of Party and be responsible for coordination with USAID. Other key personnel depend on the concept of operations for the offeror.

Q: Is the deliverable (Page B-4, item # 3) for the assessment of alternative technologies for the delivery Internet service to be a report or is it necessary to implement a pilot as well?

A: Various technologies exist to deliver Internet services. A report that states how alternative technologies were analyzed, which technology or technologies were selected for delivering Internet to the 20+ centers, and why the particular technology was selected will be ample to fulfill the requirement for assessment of alternative technologies. A pilot of alternative technologies is not required. It is up to the offeror to determine if an actual "physical" testing will be necessary before they select the technology they wish to use. The technology assessment report (not necessarily the proposal) should describe for USAID review how the various technologies were analyzed and financial and technical reasons why the selected technology or technologies was/were selected.

Q: Concerning the Help Desk service, described on B-3, item 6 - Is it just ICT center support, or does it cover applications as well?

A: The solicitation states, "Develop a mechanism whereby all USAID supported LAST Mile centers can receive technical assistance and some illustrative examples there. We leave that to the offeror to come up with their explanation of how they could do a Help Desk service and what functions, what type of information would be available from the Help Desk."

**Solicitation No. 386-06-012, Last Mile Initiative**  
**Pre-Solicitation Conference Questions and Answers**

Q: Are you going to look at only WiMax and WiFi or are you open to other technologies for making Internet accessible?

A: Yes. We are definitely open to various technologies. We know that technologies are changing all the time. We look to the contractor to identify a technology that will help the project in a financially sustainable way to reach communities presently underserved by Internet access.

Q: Are there technical specifications that will be given?

A: No. We're going to leave that to the proposals. We are focused on the goal of having these twenty or more centers with connectivity at affordable rates in rural areas. So we don't want to dictate what technology to use or technical specifications. Proposals are to inform us of how you'd want to get that connectivity to the sites, how you will be operating these centers, how you would be getting your, perhaps, private sector partners to come in and operate these centers.

Q: What is the maximum cost at which you will fund the project?

A: USAID will put in a maximum of \$400,000. There is no upper limit on the amount that the contractor can put in as match. Every dollar that USAID puts in has to be matched by at least \$0.50.

Q: Will there be additional information on the weighting of the evaluation factors and sub factors?

A: No. Refer to page E-1, paragraph E-3(a) for the relative importance of factors compared to price.

Q: What is the Govi Gnana system that is depicted in the graphic?

A: The Govi Gnana is a Sri Lankan government online agricultural pricing system. It's not a requirement to work with that particular program. We value the LMI centers distributing information on other USAID programs and that they're not just internet cafes – they should be true education centers. So, the LMI centers having information available about other USAID programs, job related services such as JobsNet, and other educational programs (for example, that teach English or small business management skills) are helpful.

Q: What types of services should be available at the LMI Internet Centers?

A: USAID/Sri Lanka LMI Internet Centers are intended to be used for a variety of educational, business, and communication needs. USAID/Sri Lanka prefers to let the creativity of offerors guide the selection of services that they would wish to offer in their centers.

## Non-Exclusive Listing of Proposal Content

- 1) Technical Component
  - a) Institutional Capacity
    - i) Past Performance (of lead contractor and partnering organizations, if any)
    - ii) Staffing
      - (1) Key personnel
      - (2) Prime contractor firm experience
      - (3) Project partner firm/s experience (firms or organizations working with the prime contractor in major components of the project)
  - b) Technical Approach or Solution
    - i) Program Objectives
    - ii) Program Description
      - (1) Location of proposed LMI Internet/Information Centers
      - (2) Responsibilities of prime contractor
      - (3) Responsibilities of project partner firms/organizations
      - (4) Responsibilities of Center Operators
      - (5) Process for identifying LMI Internet Center owners/operators
      - (6) Center staff training
      - (7) Center equipment
      - (8) How the operations of the Centers will be monitored
      - (9) Plan for promoting or advertising the Centers to the respective communities
      - (10) Plan for developing financial sustainability
      - (11) Center services plan - Types of services and/or classes to be offered at the Centers
      - (12) Plan for giving equitable access for any ethnic and religious groups
    - iii) Milestones Timeline (include when each deliverable on page C-1 will be finished as well as other major milestones)
    - iv) Monitoring / Evaluation Plan
  - c) Overview Questionnaire (Include the answers to the following questionnaire)
    1. How many centers do you propose? \_\_\_\_
    2. How many centers will be managed by private sector firms? \_\_\_\_
    3. How many of the centers will be managed by public sector organizations? (if any) \_\_\_\_
    4. How many of the centers will be managed by Non-Government Organizations (NGOs)? (if any) \_\_\_\_
    5. How many people do you estimate will use the centers in the first year of operation for general Web search?
    6. How many people do you estimate will use the centers in the first year of operation for business use?
    7. How many people do you estimate will use the centers in the first year of operation for educational use?
- 2) Cost/price Component
  - a) Cost/Price
    - i) Projected Budget
    - ii) Budget Justification
    - iii) Amount and source of match or leveraging from prime contractor, LMI project partners or center operator

## FSN Local Compensation Plan

The maximum rate of FSN Grade 12/Step 13 on the US Mission LCP in Sri Lanka for a 40-hour workweek is SLR 2,075,923 per annum, inclusive of allowances amounting to SLR 716,597 per annum. Those allowances include transport, meals, miscellaneous benefits and medical. Total US Mission LCP salary (above) does not include Bonus, Employee Provident Fund (15%), Employee Trust Fund (3%) and insurance benefits.

**Pre-Solicitation Conference Attendance - LMI**

Attending	Name	Organization	Position	Email
<input type="checkbox"/>	Mr. A. Aarooren	Computerland International		<a href="mailto:ramanah@computerland.lk">ramanah@computerland.lk</a>
<input checked="" type="checkbox"/>	Ms. G. de Almeida	Sri Lanka Telecom (SLT)		<a href="mailto:gayani_dealmeida@slt.com.lk">gayani_dealmeida@slt.com.lk</a>
<input checked="" type="checkbox"/>	Mr. W. Balagalle	IOM Lanka (Pvt) Ltd.		<a href="mailto:waruna@iomworld.com">waruna@iomworld.com</a>
<input type="checkbox"/>	Ms. L. Bujoreanu	Telecomtelematicque	Project Manager	<a href="mailto:luda@telecomtelematique.com">luda@telecomtelematique.com</a>
<input checked="" type="checkbox"/>	Mr. T. Clark	Academy for Education Development (AED)		<a href="mailto:tclark@aed.org">tclark@aed.org</a> / <a href="mailto:tclark@aed.lk">tclark@aed.lk</a>
<input checked="" type="checkbox"/>	Brig. F.C.J. De Silva	Excel Communication Systems (Pvt) Ltd.		<a href="mailto:excelcom@slt.lk">excelcom@slt.lk</a>
<input type="checkbox"/>	Ms. D. De Silva	The Asia Foundation		<a href="mailto:ddesilva@sl.asiafound.org">ddesilva@sl.asiafound.org</a>
<input checked="" type="checkbox"/>	Ms. H. De Silva	Bartleets Electronics Limited		<a href="mailto:harshads@sltnet.lk">harshads@sltnet.lk</a>
<input checked="" type="checkbox"/>	Ms. K. DeRidder	Academy for Education Development (AED)		<a href="mailto:kderidder@aed.org">kderidder@aed.org</a> <a href="mailto:kderidder@aed.lk">kderidder@aed.lk</a>
<input checked="" type="checkbox"/>	Ms. S. Dharmawardane	USAID/OTI		<a href="mailto:Sudharshini_Dharmawardane@dai.com">Sudharshini_Dharmawardane@dai.com</a>
<input checked="" type="checkbox"/>	Mr. N. Dissanayake	Dialog Telekom Ltd		<a href="mailto:nihal.dissanayake@dialog.lk">nihal.dissanayake@dialog.lk</a>
<input checked="" type="checkbox"/>	Mr. K. Doxtater	USAID/OTI		<a href="mailto:keith_doxtater@dai.com">keith_doxtater@dai.com</a>
<input checked="" type="checkbox"/>	Mr. A. Edirisinghe	InfoShare (Guarantee) Ltd		<a href="mailto:rudu@info-share.org">rudu@info-share.org</a>
<input checked="" type="checkbox"/>	Mr. S. Edirisinghe	InfoShare (Guarantee) Ltd		<a href="mailto:sanjay@info-share.org">sanjay@info-share.org</a>
<input checked="" type="checkbox"/>	Mr. N. Fernando	The Asia Foundation		<a href="mailto:nfernando@sl.asiafound.org">nfernando@sl.asiafound.org</a>
<input type="checkbox"/>	Mr. D. Hettiarachchi	JaArc Systems Pvt Ltd		<a href="mailto:sooriya@jalayanetworks.com">sooriya@jalayanetworks.com</a>
<input checked="" type="checkbox"/>	Mr. T. Jamaldeen	The Competitiveness Program		<a href="mailto:ict@tcp.lk">ict@tcp.lk</a>
<input checked="" type="checkbox"/>	Mr. V. Jayasinghe	Dialog Broadband Networks Pvt Ltd		<a href="mailto:vajira.jayasinghe@dialogbb.lk">vajira.jayasinghe@dialogbb.lk</a>
<input checked="" type="checkbox"/>	Mr. R. Jayatillake	Lanka Communication Services (Pvt) Ltd.		<a href="mailto:roshan@lankacom.net">roshan@lankacom.net</a>
<input checked="" type="checkbox"/>	Mr. R. Karunasena	Softlogic Trading (Pvt) Ltd.		<a href="mailto:roshank@softlogic.lk">roshank@softlogic.lk</a>
<input checked="" type="checkbox"/>	Mr. P. Keppetigoda	Lanka Bell (Pvt) Ltd.		<a href="mailto:PremalalK@mail.lankabell.com">PremalalK@mail.lankabell.com</a>
<input checked="" type="checkbox"/>	Mr. M. Kumara	Dialog Broadband Networks Pvt Ltd		<a href="mailto:methsiri.kumara@dialogbb.lk">methsiri.kumara@dialogbb.lk</a>

**Pre-Solicitation Conference Attendance - LMI**

Attending	Name	Organization	Position	Email
<input checked="" type="checkbox"/>	Ms. A. Kumarasinghe	Sri Lanka Telecom (SLT)		<a href="mailto:amalgk@sltnet.lk">amalgk@sltnet.lk</a>
<input checked="" type="checkbox"/>	Mr. P. Liyanamana	J.E. Austin Associates		<a href="mailto:pradeep@tcp.lk">pradeep@tcp.lk</a>
<input checked="" type="checkbox"/>	Mr. I. Perera	Business Solution Systems (Pvt) Limited		<a href="mailto:Indikap@bss.lk">Indikap@bss.lk</a>
<input type="checkbox"/>	Mr. N. Perera	Dialog Telekom Ltd		<a href="mailto:asanga@dialog.lk">asanga@dialog.lk</a>
<input checked="" type="checkbox"/>	Mr. S. Perera	Jalaya Networks Inc. Saginaw TX USA		<a href="mailto:sooriya@jalayanetowrks.com">sooriya@jalayanetowrks.com</a>
<input type="checkbox"/>	Mr. V. Ramanah	Computerland International		<a href="mailto:ramanah@computerland.lk">ramanah@computerland.lk</a>
<input checked="" type="checkbox"/>	Mr. K. Ramathas	Sri Lanka Information & Communication Technology Association (SLICTA)		<a href="mailto:ramathas@csl.maharaja.lk">ramathas@csl.maharaja.lk</a>
<input checked="" type="checkbox"/>	A. Ravichandran	Relief International - Sri Lanka		<a href="mailto:annamalai@ri.org">annamalai@ri.org</a>
<input checked="" type="checkbox"/>	Mr. P. Satarasinghe	Jalaya Networks Inc. Saginaw TX USA		<a href="mailto:pis@jalayanetworks.com">pis@jalayanetworks.com</a>
<input checked="" type="checkbox"/>	Mr. K. Silva	ZILLIONe Systems Solutions (Pvt.) Ltd.		<a href="mailto:info@zillione.com">info@zillione.com</a>
<input checked="" type="checkbox"/>	Lt. Col. H. Prasad	3 G Wireless Communications Pvt. Ltd.		<a href="mailto:col.hariprasad@3gwirelessindia.com">col.hariprasad@3gwirelessindia.com</a>
<input checked="" type="checkbox"/>	Mr. T. Suresh	ZILLIONe Systems Solutions (Pvt.) Ltd.		<a href="mailto:info@zillione.com">info@zillione.com</a>
<input type="checkbox"/>	Mrs. A. Udabage	Computerland International		<a href="mailto:ramanah@computerland.lk">ramanah@computerland.lk</a>
<input checked="" type="checkbox"/>	Mr. R. Udagama	Lanka Communication Services (Pvt) Ltd.		<a href="mailto:rohith@lankacom.net">rohith@lankacom.net</a>
<input checked="" type="checkbox"/>	Mr. R. Vander Wall	Sage Training		<a href="mailto:sage@diamond.lanka.net">sage@diamond.lanka.net</a>
<input type="checkbox"/>	W. Vota	International Executive Service Coprs (IECS)/Geekcorps		<a href="mailto:Wvota@iesc.org">Wvota@iesc.org</a>
<input checked="" type="checkbox"/>	Mr. S. Weerasinghe	Dialog Telekom Ltd		<a href="mailto:supun@dialog.lk">supun@dialog.lk</a>
<input checked="" type="checkbox"/>	Mr. S. Weerasooriya	Cyber Skills		<a href="mailto:sunimalw@eureka.lk">sunimalw@eureka.lk</a>
<input checked="" type="checkbox"/>	Mr. R. Wickramanayake	Softlogic Trading (Pvt) Ltd.		<a href="mailto:ruwanw@softlogic.lk">ruwanw@softlogic.lk</a>
<input checked="" type="checkbox"/>	Ms. D. Wyburn	ARD Inc., USA		<a href="mailto:dwyburn@ozemail.com.au">dwyburn@ozemail.com.au</a>



Pre-Solicitation Conference Attendance - LMI				
Attending	Name	Organization	Position	Email
<input checked="" type="checkbox"/>	Robert	with Pradeep - TCP		
<input type="checkbox"/>	Mr. S. Senaratne	MTN Networks (Pvt) Ltd. - Dialog GSM		<a href="mailto:saminda.senaratne@dialog.lk">saminda.senaratne@dialog.lk</a>